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Report Highlights:

In 2009, Argentine imports of consumer-oriented food and beverages are forecast to be close to \$900 million. A continued growing economy, a relatively stable peso, and higher prices of domestic products, are projected to encourage imports of foods and beverages.

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SECTION I. MARKET OVERVIEW

Business Climate

Imports of consumer oriented food and beverages (F&B) in 2009 are projected to increase further to about \$900 million. As a result of the severe devaluation in 2002, imports of F&B dropped considerably from \$900 million to \$250 million that year. Imports began to recover in 2003.

The real value of the peso will most likely strengthen, making imported products more accessible. However, post anticipates that the market will continue to be oriented almost exclusively to the higher income section of the population and limited to specific products, not the market of the 1990's that carried a wide selection of imported F&B at very competitive prices.

Best prospects are in products of well-known brands (confectionery products, sauces, snacks, frozen products, etc.), food ingredients (for functional foods, for the beverage industry, etc.) and commodity-type products which are not produced domestically (e.g. palm hearts, tuna fish, bananas, coffee, cocoa, etc.) In addition, post foresees increased opportunities in the food ingredient sector as most local companies, after the devaluation, have become very competitive in world markets. The development of new products for the domestic and export markets provides good opportunities for new food ingredients.

Most imported F&B products are sold in large supermarkets and, to some extent, in upscale specialty stores. Retailers source their products from a few local importers/agents and, in many cases, through direct imports. Convenience stores are gradually incorporating imported products.

There is a large local food and beverage industry. There are some exceptions of alcoholic beverages and table-top products, which are generally of very well-known brands. However, with the economic growth that Argentina is experiencing, imported F&B are returning to the market. Argentines had available a wide range of imported F&B for a decade and got used to them, until the economic collapse of 2001/02 made their importation unfeasible. With the economic recovery, consumers are gradually incorporating more sophisticated and expensive products into their diets.

The Argentine F&B market

- Supermarkets continue to rebuild their lines of imported F&B products to attract customers with strong purchasing power.
- Apart from carrying the most popular F&B, retailers are incorporating a wide range of new products from large U.S. food manufacturers.
- Specialized retailers of premium products continue to grow. They focus on young, wealthy customers who generally look for advice.
- Premium brands are back.
- Prices of locally-manufactured F&B increased significantly in the past couple of years.
- Food consumption in the interior of the country increased compared to Buenos Aires city and suburbs. This was due to a reactivation of regional economies, and a tourism boom.
- Import duties of high-value foods have dropped considerably since 2002 (from an average of 35 percent to 19 percent).
- In general, Argentina has a relatively open trading system with moderate tariffs

- (most F&B fall between 15.5 and 21.5 percent), no quotas or restrictions, and reasonably transparent labeling and sanitary requirements. Most FDA-approved processed F&B products are importable.
- In general, Argentina is an import-friendly country with regulations which are usually applied consistently. However, unexpected changes in current regulations may require additional efforts to ensure that export operations are successful. (Eg: Mandatory use of enriched/fortified flour in all products destined for domestic production, both locally-manufactured and imported.)
 - With the economic recovery, Argentines are going back to large retailers.
 - Wholesalers, smaller Asian supermarkets, and grocery and warehouse stores (locally called *hard-discount* stores) increased in the past few years their market share compared to supermarkets. However, as of 2006, supermarket chains and superstores have slowly begun to recover. Their market share is expected to continue growing in 2009.
 - In the past couple of years, investment in the retail food sector has been significant and is expected to become stronger in most distribution channels, especially among larger supermarket chains which are expected to open several new stores throughout the country in the next few years.

Retail Food Sales

- Total F&B sales in superstores and supermarkets in 2008 are estimated at \$10 billion.
- F&B imports are expected to increase in 2009 as the country continues to grow, but more moderately.
- The U.S. share of imported consumer-ready F&B during 2008 is expected to reach 7 percent. As the economy recovers, the supply of U.S. F&B is expected to increase due to: 1) the increasing influence of U.S. culture, 2) advantages in sanitary standards in comparison with European products, and 3) improved competitiveness given the relation between the Euro vis-à-vis the dollar.
- In 2008, imports from the region, mainly Brazil, Ecuador, Chile, and Bolivia, are projected to account for 57 percent.

Income Distribution

- Argentina's population in 2008 is estimated at 40 million, of which less than 10 percent lives in rural areas. One third of the country's total population lives in Buenos Aires city and suburbs, and accounts for approximately 50 percent of the country's total consumption.
- Other large cities with more than 1 million people are Cordoba, Rosario and Mendoza. These three cities together account for approximately 15 percent of total F&B sales.
- According to income patterns, the upper economic segment accounts for 10 percent of the total population in the country; the middle economic segment, 50 percent; and the lower economic segment, 40 percent.
- As the economy recovers, wealthier consumers are growing in number.
- Sales in supermarkets vary enormously depending on the neighborhood. Premium brands continue to be strong in upscale areas, while sales of basic foods are larger in lower-income areas.

Outlook for U.S. Exports of Food & Beverage Products

Below are the strengths and weaknesses of U.S. F&B in the Argentine market:

ADVANTAGES	CHALLENGES
Argentine consumers think of U.S. products as high quality and reliable.	Mercosur preferential tariffs encourage inter-regional trade. Brazilian and regional competition is strong for many products.
Many Argentines have traveled and studied in the U.S., and know American culture and products. Exposure is also expanding through cable TV and the Internet.	Initial purchases by importers are usually small, which discourage U.S. suppliers and increase unit costs.
Most local retail chains want to carry a good variety of imported F&B on their shelves.	There is a large local supply of many F&B products.
Imported food from the U.S. and the E.U. is mostly considered gourmet.	Large foreign investment in the domestic food industry during the 1990's improved efficiency, quality, and competition.
U.S. F&B products are known for their efficiency, value and variety.	Higher distribution costs are incurred to reach interior of the country and smaller cities.
Significant investment by large retail chains focused on new store openings, especially in the interior of the country, permits good country coverage.	Local importers perceive a lack of flexibility and response from most U.S. exporters in supplying documentation needed to register new products.
Large retail chains have more opportunities to deal with foreign suppliers directly.	There are a larger number of U.S. companies that consolidate mixed containers.
There are good local cold chain facilities in Argentina.	Advertisement and marketing of locally manufactured products is very effective.
Local retailers have gained exposure to U.S. exporters and consolidators through FAS activities.	
A growing local F&B industry opens new opportunities to imported food ingredients.	

SECTION II. EXPORTER BUSINESS TIPS

Local Business Customs: Keys to Success in Argentina

- Appoint a representative, agent or importer.
- Spanish language in printed materials preferred, although most importers speak English.
- Display samples.
- Have a long-term outlook.

- Use a personalized approach.
- Contact top decision-makers.
- Provide consistent attention in service and delivery.
- Do not take “no” for an answer – engage in frequent visits and follow-ups.
- Get a contract in writing.
- Be willing to accept credit terms. From the time the importer places an order to an exporter, to the time he collects payment from retailers, a minimum of 3-4 months can go by.
- Be flexible with volumes.
- Get ready to receive requests from importers/retailers for exclusivity agreements to market your products locally.
- Protect and register your trademarks.
- Provide documentation needed for registration of new products.

The Consumer

High and middle-high consumers can afford buying imported F&B and represent a market of about 8-10 million people. This segment accounts for more than 65 percent of the income and almost 40 percent of F&B purchases. The less affluent buyers seldom buy imported foods and currently represent roughly half of the population.

Upper and Mid-Upper End Consumers

- Based on an article published by *Mercado*, a leading business magazine, Argentine consumers are rational, practical, refined and demanding. Therefore, they want things quicker, easier, healthier, and cheaper.
- More affluent customers of which account for about 20 percent of the total population, buy premium brands, are health conscious and pay little attention to prices.
- The following 25 percent buy well-known brands and focus on value. Recovering purchasing power is encouraging people to buy imported products and to make impulse purchases.
- Traditionally, Argentines have been very conservative and influenced primarily by Europe.
- Younger generations (35/45 years old or less) are more open and oriented towards U.S. culture.
- There is a clear increasing concern about fats and cholesterol in the diet. As a result, diet, light, skimmed or fat-free food products, and functional foods continue to increase in popularity.
- Consumption of organic foods is very small.
- The majority of Argentines still adhere to a diet dominated by beef, potatoes, salad, and pasta.
- The selection of processed food products is more limited compared to other industrialized countries.
- Hot and/or spicy foods are not widely popular.
- Eight out of ten retail decision makers are women, and three quarters are +36 years old.
- Children play an important role in the family's food purchases.
- Most Argentines consume four meals daily.
- Dining out is mainly left for social events or celebrations during weekends or for business purposes during weekdays. Eating-out or going to a Cafe popular.
- Food delivery is popular, most typically pizza, empanadas (filled pies) and ice-cream, but also some restaurants provide delivery service.

- Workers usually eat lunch in a close-by restaurant or call a delivery service.
- Beer and at a lower extent wine, are the most popular alcoholic beverages. Consumption of sparkling wine has also grown. Dinner is the preferred time to enjoy alcoholic drinks.
- Carbonated beverages and powdered juices are very popular among children.
- Diet sodas are very popular. Flavored sodas are growing in popularity.
- Coffee, tea and "gaucho tea" are very popular. Coffee shops are all over the city.
- Over 80 percent of the middle and upper class families have microwave ovens and freezers.
- Although not extremely popular, a growing number of ethnic restaurants (Mexican, Thai, Japanese, Korean, Hungarian, Persian, Indian, Jewish, Russian, among others) can be found in Buenos Aires.

Food Standards and Regulations

- The Argentine Food Code (Codigo Alimentario Argentino - CAA) regulates local food production and marketing. However, the CAA resolutions are being gradually replaced by Mercosur standards, which are based on the norms of: 1) the European Union; 2) the Codex; and 3) the FDA.
- There are three official entities in Argentina which regulate F&B imports, as follows:
 - * *National Service of Agricultural and Food Safety and Quality – **SENASA*** (in Spanish) - handles fresh, chilled and frozen products and by-products of animal, plant and seafood origin. It also handles canned products of over 60 percent animal origin, and food preparations of over 80 percent animal origin.
 - * *National Food Institute - **INAL*** (in Spanish) - regulates processed food products which are prepared for direct human consumption, health supplements, and both alcoholic and non-alcoholic beverages, with the exception of wine.
 - * *National Wine Institute - **INV*** (in Spanish) - exerts control over wine products.
- Each entity requires specific documentation to register imported products. Very few U.S. F&B products have been unable to access this market. However, there are a few products, such as some stone and citrus fruits, sweetbreads and other beef products, and poultry which still cannot be imported due to sanitary requirements. Also, flour contained in food products must be enriched/fortified.
- The local importer/agent has to go through the registration process.

For additional information on this section, please refer to our *Food and Agricultural Import Regulations and Standards report (FAIRS) (AGR# AR8035)* and *FAIRS Export Certificate report (AGR#8038)*, which you can find in:
<http://www.fas.usda.gov/gainfiles/200708/146292009.pdf>

General Import and Inspection Procedures

- Products imported through **SENASA** - An approved local importer requests from SENASA an import permit, which will then be submitted to Customs to have the product released.
- Products imported through **INAL** - Once the importer has obtained the "register number of food product" (RNPA, in Spanish), and the shipment is in the port, the importer needs to apply at INAL for a "Certificate of Free Circulation" which will be

- submitted to Customs to have the merchandise released for sale.
- Products imported through **INV** - Once the product arrives at the local warehouse, the importer must request an analysis and shipment control by the INV, which will then issue a "Certificate of Free Circulation". After that, the product is ready to be marketed.

When the shipment arrives at Customs, the products are inspected (labels, shelf-life, temperature, etc.) to confirm that the information in their files matches the actual shipment. If everything is correct, the load is released.

For additional information on this section, please refer to our *Food and Agricultural Import Regulations and Standards report (FAIRS) (AGR# AR8035)*, and *FAIRS Export Certificate report (AGR#8038)*, which you can find in:
<http://www.fas.usda.gov/gainfiles/200708/146292009.pdf>

SECTION III. MARKET SECTOR STRUCTURE AND TRENDS

Market opportunities for the three food market sectors in Argentina: retail; hotel, restaurant, and institutional (HRI); and food processing, continued to improve in 2008, as the local economy recovers, but at a slower pace than in the past few years. The food ingredient and retail sectors show the best prospects for the marketing of U.S. F&B in the near future.

Retail Food Sector

- Although large hypermarkets and supermarkets (including warehouse stores, which are owned by large retail chains) still concentrate a significant portion of the retail F&B market (approximately 32 percent), smaller supermarkets and traditional stores have maintained a high market share (approximately 45 percent) due to: 1. lower prices rapidly approaching promotional prices offered by larger supermarkets, and 2. proximity. Smaller supermarkets and traditional stores have been regaining market share lost during the past few years to large and more efficient retail stores. This is due to the fact that some less affluent consumers resort to the traditional store in their neighborhood for small purchases, since the owner usually provides credit.
- Over 70 percent of all imported F&B products are sold through hypermarkets and supermarkets.
- During the past few years, large retail chains expanded to the interior of the country after the City of Buenos Aires and its suburbs became saturated. Strong investment in new supermarket openings is taking place in larger cities in the interior of Argentina, taking advantage of the gradual recovery of the purchasing power, the reactivation of regional agricultural economies, and an increasing number of tourists traveling throughout the country.
- Several international retail companies operate in Argentina (Carrefour, Casino, Wal-Mart, Jumbo).
- Currently, there are very good opportunities for some U.S. consumer-ready food products due to their high quality and image. Supermarket chains continue to rebuild their lines of imported F&B, focusing on those products of well-known brands, which consumers with a high purchasing power will buy and pay a premium for.
- During the past couple of years, consumption of premium F&B reached over 10-12

- percent of total F&B sales, compared to over 9 percent before the devaluation.
- The retail sector is currently showing the following trends: increased investment in the retail food market, especially in the interior of the country; recovery of some imported product lines; fewer brands; F&B import substitution with domestically-manufactured products; and a re-emergence of more expensive first brands. Ethnic, kosher, organic, and functional foods are gradually gaining more shelf space. Consumers spend a higher percentage of the salary in the purchase of non-basic foods.

HRI Sector

- In 2008, the HRI sector is estimated to account for approximately 40 percent of Argentina's total F&B sales. It began to recover gradually in 2003-2004, with the increase of domestic consumption that started in 2004, and it is expected to continue to grow in 2009.
- HRI operators prefer fresh products to those precooked, preserved, frozen or canned. In the past few years, they have been gradually incorporating consumer-ready food products because of their high quality and easier preparation although many of them prepare most of their meals in-house.
- Most top hotels demand premium F&B -- which they usually source from importers -- to keep the traditional quality standard in the food service they provide. They also use imported specialty foods which are not present in the local market and are demanded by foreign tourists. Foreign tourists and corporate customers account for around 80-90 percent of the total customers of five-star hotels.
- The quality of raw materials used by restaurants is currently becoming a priority, especially in highly-rated restaurants whose customers are primarily foreign tourists and affluent Argentines.

Food Processing Sector

- In the past decade, many large local F&B companies were purchased by foreign multinationals or financial funds. This, plus the fact that there have been mergers and acquisitions internationally, resulted in strong local concentration.
- Currently, new product launchings are being carried out, which strengthens the local food industry and demands more food ingredients, both locally-manufactured and imported.
- Production is primarily focused on the domestic market. However, after the devaluation in 2002, most companies have expanded exports.
- Most local processors try to substitute foreign products with more inexpensive products manufactured locally or in other Mercosur countries. In some cases, this is not feasible, since many ingredients are only produced outside the region.
- There are very good opportunities for U.S. ingredients for the manufacturing of functional foods and beverages. This new trend is increasingly affecting eating habits in Argentina. Other U.S. food ingredients with significant potential in the Argentine food market are: flavors, sweeteners, carbohydrates, proteins, natural antioxidants, among others.
- Demand for 2009 is projected to continue to grow as a result of a sustained economic recovery, and larger F&B exports. Several companies and some of their lines of products, which during the past few years had left Argentina, have come back due to the gain in competitiveness after devaluation.
- Despite the good reputation of U.S. F&B in Argentina and the high value of the euro compared to the dollar, food ingredients still face strong competition by European

products, primarily from Italy, France, England, and Germany; from Mercosur countries, primarily Brazil and Chile; and from China, where several U.S. companies have established branches.

Market Entry

The best method to import a product will depend upon the product itself, the importer, and retailers. Successful trade depends upon the commitment of the exporter to devote the time and resources necessary for building a market for his/her product(s). In general, imported F&B come into Argentina through the following ways:

- Direct imports by supermarkets. Import or purchasing managers of large retail companies identify products in international food shows, buying missions, etc. They establish a direct contact with the foreign supplier or local agent and import the products directly. Due to small initial volumes, it is common for them to use large wholesalers or consolidators in the U.S.
- Local agents, who work closely with large retail chains. Imports are done on behalf of supermarkets and agents charge a commission. They stay on top of the product to supervise its marketing and brand development.
- Local F&B importers, who import products and then market them in supermarkets and/or HRI establishments. There are a few of these who have been in the market for several years and have well-established brands. They mainly specialize in gourmet foods.
- Local processors (mainly subsidiaries of multinational companies) such as Nestle, Kraft, Pillsbury, Cadbury, Heinz, Mars, Danone, Unilever, etc., which import and distribute products usually manufactured by their sister companies. Imports through this channel dropped significantly during the economic crisis, but are projected to increase again.
- In the case of food ingredients, they are either imported directly by food processing companies, or through an importer/representative.

Trends in Promotional/Marketing Strategies and Tactics

With the launching of new F&B, promotional campaigns are being implemented, and foreign countries are promoting their products through their embassies in Buenos Aires.

Market promotion activities by foreign countries consist mainly of trade missions, supermarket in-store promotions, menu promotions, and trade shows. European countries are very active through government programs, and neighboring countries are also active but through private companies.

Trends in Tourism and Internet Sales

- According to an article published by *Mercado* magazine, over \$3 billion were invested in the Argentine hotel sector during 1991-2001, especially by international

chains such as Best Western, Sofitel, Sheraton, Accor, Radisson, Four Seasons, Days Inn, NH, among others. Currently, sustained hotel investment is estimated at \$800 million on an annual basis. This sector, especially five-star hotels, has benefited from the devaluation, which made Argentina more competitive for international tourism. According to a survey carried out by the National Institute of Statistics and the Census, around 20 percent of foreign tourists are from the Europe, 20 percent from Brazil, 15 percent from the U.S., 15 percent from Chile, and 15 percent from other countries of the Americas. New five and four-star hotels continue to be inaugurated throughout the country. Currently, there are over 10 five-star hotels in Buenos Aires City, and other additional 6 are being planned for the next couple of years. Strong investment in the hotel sector is expected to continue growing in 2009, both in Buenos Aires City and the interior of the country, especially Salta, Ushuaia, Bariloche, El Calafate, Mendoza, and Rosario.

- Most Argentines spend their vacations in-country instead of traveling abroad. However, during the past couple of years, an increasing number of more affluent Argentines are choosing foreign tourist destinations.
- As reported by a survey carried out by the Argentine Secretariat of Tourism, during the cruise season 2005-2006, almost 110,000 tourists arrived in Argentine ports, up 66 percent compared to the previous season. Eighty-three percent of passengers were foreign tourists: 24 percent from the United States, 12 percent from Brazil, and 12 percent from the United Kingdom. The cruise business has continued to grow and it is expected to expand further in 2009.
- Encouraged by the attractive exchange rate for international tourists, and economic growth, several international airline companies have re-established their flight frequencies.
- The GOA considers tourism as one of the key industries to develop and is making efforts to enhance Argentina's image abroad. Six years ago, the GOA assigned professionals to several Argentine embassies in the world to promote international tourism.
- A few retail chains provide Internet and phone sales service. However, sales of foods through the web are not yet widely popular. The main disadvantage for consumers is that they usually have to wait several hours for the order to be delivered to their homes and, in many cases, orders are incomplete due to products being out-of-stock.
- As reported in Euromonitor report, the number of Internet users in Argentina continue to increase. Strong Internet sales growth of 269 percent is forecast over the 2007-2012 period, as there is a greater presence of middle-income consumers purchasing products on-line who are gaining confidence in using this shopping tool. Internet retailing sales grew by 67 percent in constant value terms.
- According to the National Institute of Census and Statistics (INDEC, in Spanish), in September 2007, there were 2.8 million Internet connections in Argentina, which accounted for about 25 percent of households.
- Disco Virtual, the on-line service of Disco Supermarket (purchased by Jumbo-Cencosud), led Internet retailing with a share of 14 percent of total sales, due to its being the first on-line supermarket, the increasing assortment of products offered, and its attractive deals for on-line purchases. It has proved popular due to its convenience and time saved.
- Coto Digital (on-line service of Coto Supermarket) reached an 11 percent share of total sales. Its success in Internet retailing was the result of its large customer base.
- Le Shop is the only pure Internet retailer.
- Carrefour and Wal-Mart, which are still not present in Internet retailing, are expected to launch shopping websites to take advantage of the low overhead costs and to avoid the cost of opening new stores, particularly as rents are currently very high.

For additional information on this section, please refer to our Retail Food Sector report (AGR# AR7031): <http://www.fas.usda.gov/gainfiles/200512/146131745.pdf>

SECTION IV. BEST HIGH-VALUE PRODUCT PROSPECTS

Best prospects are for high-value F&B, commodity-type products, and food ingredients. All these are products that are not produced locally or their production is not sufficient to supply the entire domestic demand.

I) Imported F&B considered "commodities" (products whose domestic production is not sufficient to satisfy local demand. These basically compete based on price):

- | | |
|--------------------|-----------------|
| * Palm hearts | * Bananas |
| * Canned preserves | * Coffee |
| * Canned tuna | * Dried lentils |

II) Food Ingredients

- | | |
|--------------------------------------|--|
| * Pork, frozen | * Cocoa paste/butter/powder |
| * Coffee-based preparations | * Natural colors, essences, and fragrances |
| * Soup preparations | * Ingredients for beverage preparations |
| * Food additives | * Flavors |
| * Ingredients for the dairy industry | * Starches |
| * Raw nuts | * Health supplements |
| * Ingredients for functional foods | * Sweeteners |
| * Natural Antioxidants | * Proteins |
| * Nutraceuticals | * Vitamins |
| * Soy proteins | * Nutritional ingredients |
| * Natural extracts | * Fibers |
| * Fat substitutes | * Pectins |

III) There are also high-value food products for which there is a significant demand, especially products of very well-known international brands:

- | | |
|---------------|----------|
| * Chewing gum | * Sauces |
|---------------|----------|

- | | |
|------------------------|-----------------------|
| * Candy | * Energy drinks |
| * Bonbons | * Alcoholic beverages |
| * Snacks | * Pet food |
| * Snack bars | * Soups |
| * Cookies | * Cheese |
| * Processed nuts | * Frozen products |
| * Consumer-ready meals | * Spreads |
| * Baby food | |

SECTION V. KEY CONTACTS AND FURTHER INFORMATION

Government Regulatory Agencies

Servicio Nacional de Sanidad y Calidad Agroalimentaria (SENASA)

Avda. Paseo Colón 367, piso 5
1063 Buenos Aires, Argentina
Tel: (54-11) 4121-5000
Fax: (54-11) 4121/5000
Website: www.senasa.gov.ar

Instituto Nacional de Alimentos (INAL)

Estados Unidos 25
1101 Buenos Aires, Argentina
Tel: (54-11) 4342-5674; 4340-0800 (ext. 3538)
Fax: (54-11) 4340-0800 (ext. 3514)
Website: www.anmat.gov.ar

Instituto Nacional de Vitivinicultura (INV)

San Martín 430
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Fax: (54-261) 521-6606
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APPENDIX I. STATISTICS

KEY TRADE & DEMOGRAPHIC INFORMATION

Agricultural Imports from All Countries (\$Mil) / U.S. Market Share (%) 2007	\$1,886/6
Consumer Food Imports From All Countries (\$Mil) / U.S. Market Share (%) 2007	\$615/6
Edible Fishery Imports From All Countries (\$Mil) / U.S. Market Share (%) 2007	\$99/0
Total Population (Millions)/Annual Growth Rate (%) 2007	40/1
Urban Population (Millions)/Annual Growth Rate (%)	33/ NA
Number of Major Metropolitan Areas	4
Size of the Middle Class (Millions)/Growth Rate (%)	20 / NA
Per Capita Gross Domestic Product (U.S. Dollars) 2008	\$6,700
Unemployment Rate (%) 2008	7.5
Per Capita Food Expenditures (U.S. Dollars) 2008	\$550
Percent of Female Population Employed 2008	38%
Exchange Rate (US\$1 = 1 Argentine Peso)	US\$1 = 3.15 Arg. Peso

CONSUMER FOOD PRODUCT IMPORTS

Argentina Import Statistics From World Consumer Oriented Agricultural Products			
Calendar Year: 2005 - 2007			
Description	United States Dollars		
	2005	2006	2007
Group 32 (2007) Total	387,910,838	433,759,679	615,283,001
Bananas And Plantains, Fresh Or Dried	54,804,497	59,314,705	75,911,524
Food Preparations Nesoi	39,513,404	52,182,957	62,251,443
Meat Of Swine, Nesoi, Frozen	34,069,321	35,550,342	51,732,753
Enzymes And Prepared Enzymes, Nesoi	21,702,831	26,235,419	33,889,111
Palm Hearts, Prep. Or Pres. Nesoi	9,985,099	9,773,169	18,885,613
Dextrins And Other Modified Starches	11,309,116	11,944,970	16,391,836
Sugar Confection Incl Wh Choc, No Cocoa	8,101,799	8,988,698	15,730,513
Caseinates & Other Casein Derivatives: Casein Glue	8,647,116	10,990,843	14,468,084
Tomato Paste Etc, Not Prepared With Vinegar Etc.	4,283,069	6,852,872	13,975,830
Coffee Extracts, Essences Etc. & Prep Therefrom	5,896,308	8,095,219	12,052,277
Orange Juice, Frozen, Sweetened Or Not	1,355,920	1,598,914	11,325,170
Coffee Extracts/Essences/Concentrates \$ Prep	7,021,945	8,965,908	11,077,993
Cocoa Preparations, Not In Bulk Form, Nesoi	7,113,439	8,680,057	10,729,938
Chocolate & Othr Cocoa Preps, Not Bulk, Not Filled	7,063,516	9,808,291	9,696,866
Pineapples, Prepared Or Preserved Nesoi	3,982,527	5,473,828	7,851,497
Sweet Corn, Prepared/Preserved Nesoi, Not Frozen	3,103,091	2,834,024	7,140,118
Chicken Cuts And Edible Offal (Inc Livers), Frozen	3,003,616	3,653,369	6,854,874
Yeasts, Active	4,639,674	4,944,088	6,600,690
Chewing Gum, Whether Or Not Sugar Coated	8,555,700	7,350,016	6,304,524
Prep Food, Swelling/Roasting Cereal/Cereal Product	3,941,524	4,825,793	6,143,491
Onions And Shallots, Fresh Or Chilled	160,189	13,954	5,849,480
Cheese, Processed, Not Grated Or Powdered	2,744,970	3,696,920	5,708,623
Almonds, Fresh Or Dried, Shelled	4,060,622	4,078,115	5,583,378
Pepper Of Genus Piper, Neither Crushed Nor Ground	2,758,322	3,157,757	5,117,598
Prepared Or Preserved Chicken Meat Or Offal, Nesoi	2,726,533	2,043,801	5,099,564
Tomatoes Whole/Pieces Prep/Pres Ex Vinegar Etc	128,771	856,566	4,918,245
Nonalcoholic Beverages, Nesoi	3,566,147	3,344,324	4,848,314
Kiwi Fruit (Chinese Gooseberries) Fresh	3,243,773	3,607,694	4,702,656
Bread, Pastry, Cakes, Etc Nesoi & Puddings	2,582,891	3,933,580	4,557,418
Vegetables Nesoi & Mixtures, Dried, No Furth Prep	2,579,678	3,373,241	4,470,999
Food Preparations For Infants, Retail Sale Nesoi	3,596,800	4,106,604	4,448,222
Potatoes, Prepared Etc, No Vinegar Etc, Not Frozen	605,303	1,617,764	4,418,344
Mushrooms Prep/Pres Ex By Vinegar/Acetic Acid	2,184,428	3,618,291	4,348,075
Beer Made From Malt	1,577,468	2,565,374	4,269,123
Sauces Etc. Mixed Condiments And Seasonings Nesoi	2,541,968	3,099,272	4,133,421
Nuts (Exc Peanuts) And Seeds, Prepared Etc, Nesoi	3,607,891	3,968,360	4,079,646
Coconuts, Dessicated	2,356,835	2,435,349	3,923,039
Waters, Incl Mineral & Aerated, Sweetnd Or Flavored	4,041,571	3,039,258	3,810,868
Other	94,753,166	93,139,973	131,981,843

TOP SUPPLIERS OF CONSUMER FOOD PRODUCTS

Argentina Import Statistics Consumer Oriented Agricultural Products			
Calendar Year: 2005 - 2007			
Partner Country	United States Dollars		
	2005	2006	2007
World	387,910,838	433,759,679	615,283,001
Brazil	144,999,320	148,366,556	221,628,791
Ecuador	44,386,799	52,235,003	79,085,677
Chile	37,563,067	37,926,285	44,669,872
United States	22,616,573	28,972,642	35,361,782
China	3,642,875	9,570,905	18,130,487
Bolivia	11,122,318	14,446,082	16,925,792
Manaos (Uruquay)	13,404,166	15,871,735	16,794,724
Italy	8,517,777	9,737,989	16,409,355
Uruquay	14,611,998	11,114,859	14,958,249
Germany	10,618,220	8,751,353	14,342,300
Netherlands	7,671,721	11,141,861	14,197,146
Denmark	9,960,696	15,798,404	13,834,465
France	5,174,277	9,333,057	12,852,769
Mexico	4,210,738	5,863,354	12,817,026
Indonesia	1,988,011	6,922,637	8,803,770
Spain	4,889,331	5,112,084	7,770,605
Argentina	0	5,180,324	7,320,585
New Zealand	5,350,933	1,223,798	4,672,905
Paraguay	2,977,737	3,391,487	4,378,804
Thailand	766,967	1,875,023	4,218,857
Colombia	873,700	2,092,876	3,794,263
Canada	871,751	1,322,005	3,526,472
Finland	889,952	1,520,716	3,499,789
Switzerland	1,881,882	1,456,730	2,700,175
Belgium	9,904,285	2,066,376	2,698,841
Japan	1,574,539	1,682,090	2,642,108
Others	17,441,205	20,783,448	27,247,392

TOP FOOD IMPORTS FROM THE U.S.

Argentina Import Statistics From United States			
Consumer Oriented Agricultural Products			
Calendar Year: 2005 - 2007			
Description	United States Dollars		
	2005	2006	2007
Group 32 (2007) Total	22,616,573	28,972,642	35,361,782
Food Preparations Nesoi	7,241,933	11,903,237	13,870,691
Dextrins And Other Modified Starches	2,823,600	3,032,730	4,849,446
Enzymes And Prepared Enzymes, Nesoi	2,562,037	3,424,262	3,598,971
Nonalcoholic Beverages, Nesoi	1,871,095	2,129,046	2,469,423
Potatoes, Prepared Etc. No Vinegar Etc, Not Frozen	458,262	791,612	1,595,080
Cocoa Preparations, Not In Bulk Form, Nesoi	526,127	1,222,788	1,195,307
Almonds, Fresh Or Dried, Shelled	9	1,089,464	646,976
Dog And Cat Food, Put Up For Retail Sale	635,774	634,127	568,248
Whey & Modfd Whey Whet/Nt Cncntrtd Cntg Add Sweetn	416,095	378,769	533,544
Flakes, Granules And Pellets Of Potatoes	60,810	121,712	497,825
Sauces Etc. Mixed Condiments And Seasonings Nesoi	268,138	254,376	487,772
Vegetables, Nesoi, Fresh Or Chilled	493,929	346,012	466,029
Tomato Paste Etc, Not Prepared With Vinegar Etc.	1,080	22	369,178
Lactose & Lactose Syrup Cont 99% More Lactse By Wt	208,314	298,098	352,235
Sugar Confection (Incl Wh Choc), No Cocoa, Nesoi	100,489	172,771	335,346
Bread, Pastry, Cakes, Etc Nesoi & Puddings	71,991	224,262	325,422
Vegetables Nesoi, Prep Etc., No Vinegar Etc, Frozn	512	149,152	228,123
Prep Food, Swelling/Roasting Cereal/Cereal Product	310,394	128,630	215,456
Rennet And Concentrates Thereof	311,723	183,522	197,682
Soups And Broths And Preparations Therefor	33,549	84,412	176,739
Edible Fruit Or Nut Trees, Shrubs And Bushes	246,937	164,941	166,300
Walnuts, Fresh Or Dried, In Shell	91,247	101,622	130,378
Almonds, Fresh Or Dried, In Shell	234,589	207,380	130,024
Prep Food From Unroasted Cereal Flakes/Mixtures	167,627	92,057	128,579
Onions, Dried (Powder Etc), Not Further Prepared	99,584	105,752	113,585
Tomato Ketchup And Other Tomato Sauces	60,377	151,407	101,831
Other	3,320,351	1,580,479	1,611,592